

**ASPIRA, INC OF NEW JERSEY
1995-1996 BOARD RETREAT
HENRY CHAUNCEY CONFERENCE CENTER
EDUCATIONAL TESTING SERVICE**

AGENDA

Saturday July 29, 1995**

8:00 - 9:00	Arrival
9:00 - 9:30	Continental Breakfast
9:30 -9:45	Welcome and Introductions
9:45 - 10:30	Fiscal Status and Funding Sources Report Card on Philanthropy Fundamentals of Fund Raising
12:00 - 1:15	Lunch Check-in
1:15 - 6:00 p.m.	Session One - Bill colon * Successful Strategies in Fundraising (Soup to Nuts) (3:30 Break) <ul style="list-style-type: none">- components- what gets funded, what doesn't (why) redirection- where is the money where is the interest- public relations piece- follow-up required- networks required- collaborating efforts- "return" on investment- resources needed

*Role of Board in Fundraising

**NOTE: SATURDAY'S SESSION WILL BE HELD AT CONANT HALL - LOUNGE A
BOARD MEMBERS AND GUEST WILL BE SHUTTLED TO THIS BUILDING BY AN
ETS VAN.**

Session Two

- *Development of a strategic Fundraising plan
- * Fundraising Task Forces

Programmatic Initiatives

- Collaborative efforts
- "new" initiatives driven by funding sources
- corporate giving

Special Efforts

- luncheon
- endowments
- At the Races
- Cruise
- Dance

Solicitation

- direct mail
- tele(phonathons)
- Newsletter/membership
- "face to face"
- bequests or planned giving

Miscellaneous

- In kind services
- Technical assistance

3:30 - 5:30

Board Members and staff will develop
"A Plan of Action"

5:30 - 6:00

Summary and Adjourn

6:30 - 7:30

Reception

7:30

Dinner

9:00

Social

Sunday, July 29, 1995

7:30 - 8:30

Breakfast

8:45 - 10:00

Summary/Read out of each group's work

10:15

Break

10:30 -

Timetable, resources, responsibilities,
budget, etc.
Kristen Wentzel will facilitate this process

12:00 - 1:00	Lunch
1:00	Summary of results
1:30 - 3:30	Staff Presentations
	Demographics
	data/results
	population served
	Program Descriptions prepared and presented
	by staff responsible for initiative.
Break	
4:00 - 6:00	TBD

Monday, July 31, 1995

8:00 - 9:00 am	Breakfast
9:00 -	Board Meeting
10:15- 10:45	Break and Check-out
10:45 -12:00 pm	Board Meeting Continues
12:00 - 1:00 pm	Lunch